



2019 – 2021

Market Value Changes as Shown by Re-Sale Properties

Concord, NH



What's happening in The City's Real Estate Market?

Commercial and Industrial Properties

The commercial and industrial market in the Concord submarket (Bow, Concord, Hooksett, & Pembroke) has been relatively stable over the past 18 months despite the impacts of Covid-19. The vacancy rates among Commercial and Industrial properties including warehouses, distribution facilities, research and development facilities, flexible commercial buildings with hybrids of office and industrial space, and manufacturing facilities have remained low.

The rents have been stable over the past 18 months within the Concord submarket while increasing slightly in the greater New Hampshire market.

Per CoStar Insight, after 2020's highest rate of retail closures since 2011; 2021 current rate of closures by retailers may result in the lowest rate in seven years.



What's happening in The City's Real Estate Market?

Are We Seeing the Same Trend In Office Buildings?

The impacts of the Covid-19 pandemic have been more pronounced in the office market in the Concord submarket (Bow, Concord, Hooksett, & Pembroke) and New Hampshire but the vacancy rates remain low.

The rents have remained stable over the past 18 months. However, rents have begun to decline over the over the past two quarters specifically in class A & B office spaces.

Vacancy rates have increased in class types between 2020 and 2021. Class A & B office with the largest vacancy increases.



What Does This Mean in Concord?

Are We Seeing the Same Trend In Office, Industrial, and Commercial Buildings as Residential Real Estate?

With stable vacancy rates for industrial and commercial buildings and increasing vacancy rates and decreases in rental rates for office buildings, the market values for these properties will mostly remain stagnant or decrease slightly.

The residential real estate market in Concord ***is not*** seeing these same trends.



What's Happened to the City's Residential Real Estate Market Over the Past 18 Months?

What is market value? Market value is what **a willing buyer** will pay to **a willing seller** for a property; both buyer and seller acting knowledgeably, prudently, and neither being under any obligation to buy or sell with normal exposure time.

Since April 2020, there has been a high demand for residential property in the city along with fewer properties available for sale. Supply and demand coupled with low interest rates have impacted the current housing market in the City.

Per Realtor.com's "April 2021 Hottest Housing Markets" list (links below); Concord had the 2nd hottest housing market in the country based on number of unique viewers per property and the number of days the listing was active.

The median days for an active listing in Concord was 15 days which was 37 days less than 2020.

Source: <https://www.realtor.com/news/trends/hottest-markets-2>

Source: <https://www.realtor.com/research/april-2021-hottest-housing-markets/>

Top 20 Hottest Housing Markets

April 2021 – Top 20 Hottest Housing Markets

Metro	Hotness Rank	Hotness Rank YoY	Viewers per Property vs US	Median Days On Market	Days on Market YoY	Median Listing Price
Manchester - Nashua, NH	1	2	2.9	10	-33	\$400,000
Concord, NH	2	22	3.6	15	-37	\$379,000
lafayette-west lafayette, in	3	1	2.1	17	-23	\$303,000
janesville-beloit, wi	4	19	2.5	21	-30	\$258,000
elkhart-goshen, in	5	35	1.8	16	-39	\$150,000
columbus, oh	6	-1	1.7	16	-27	\$315,000
topeka, ks	7	0	1.8	19	-22	\$157,000
portland-south portland, me	8	58	2.1	23	-41	\$462,000
vallejo-fairfield, ca	9	-3	1.6	15	-24	\$545,000
rochester, ny	10	16	1.6	19	-29	\$264,000
springfield, oh	11	17	2.7	26	-27	\$180,000
worcester, ma-ct	12	7	1.7	22	-25	\$390,000
yuba city, ca	13	-1	2.0	24	-21	\$400,000
jefferson city, mo	14	83	1.9	24	-39	\$213,000
springfield, ma	15	40	1.7	24	-35	\$372,000
madison, wi	16	17	1.5	22	-26	\$392,000
eureka-arcata-fortuna, ca	17	97	1.6	24	-48	\$469,000
colorado springs, co	18	-17	1.4	12	-20	\$494,000
stockton-lodi, ca	19	-2	1.5	22	-19	\$499,000
santa cruz-watsonville, ca	20	6	1.4	21	-27	\$1,190,000

Source: <https://www.realtor.com/research/april-2021-hottest-housing-markets/>

Merrimack County

Single Family Residential

	Closed Sales			Median Sales Price			Sales Volume (in Millions)			Days on Market			Pending Sales		
	4-2019	4-2020*	+/-	4-2019	4-2020*	+/-	4-2019	4-2020*	+/-	4-2019	4-2020*	+/-	4-2019	4-2020*	+/-
Merrimack	126	106	- 15.9%	\$252,500	\$282,000	+11.7%	39.8	\$31.2	- 21.6%	51	44	- 13.7%	201	155	- 22.9%
Merrimack Year-To-Date	422	418	- 0.9%	\$251,500	\$277,889	+10.5%	\$121.3	\$127.2	+ 4.9%	68	55	- 19.1%	589	542	- 8.0%
	4-2020	4-2021	+/-	4-2020	4-2021	+/-	4-2020	4-2021	+/-	4-2020	4-2021	+/-	4-2020	4-2021	+/-
Merrimack	109	118	+ 8.3%	\$284,000	\$366,500	+29.0%	\$32.1	\$47.1	+ 46.7%	42	25	- 40.5%	143	162	+ 13.3%
Merrimack Year-To-Date	421	433	+ 2.9%	\$278,000	\$330,500	+18.9%	\$128.1	\$158.8	+ 24.0%	54	35	- 35.2%	523	525	+ 0.4%

April 2020 Source: https://www.nhar.org/assets/docs/NHAR_MMI_2020-04.pdf - Preliminary April 2020 values as of May 5, 2020

April 2021 Source: https://www.nhar.org/assets/docs/NHAR_MMI_2021-04.pdf - Preliminary April 2021 values as of May 5, 2021

*Preliminary numbers as of May 5, 2020.

Merrimack County

Condos

	Closed Sales			Median Sales Price			Sales Volume (in Millions)			Days on Market			Pending Sales		
	4-2019	4-2020	+/-	4-2019	4-2020	+/-	4-2019	4-2020	+/-	4-2019	4-2020	+/-	4-2019	4-2020*	+/-
Merrimack	24	19	- 20.8%	\$205,500	\$165,000	- 19.7%	\$4.7	\$3.6	- 23.4%	27	19	- 29.6%	35	21	- 40.0%
Merrimack Year-To-Date	89	77	- 13.5%	\$191,000	\$215,000	+ 12.6%	\$18.0	\$16.1	- 10.6%	44	41	- 6.8%	109	102	- 6.4%
	4-2020	4-2021	+/-	4-2020	4-2021	+/-	4-2020	4-2021	+/-	4-2020	4-2021	+/-	4-2020	4-2021	+/-
Merrimack	19	24	+ 26.3%	\$165,000	\$235,000	+ 42.4%	\$3.6	\$5.5	+ 52.8%	19	12	- 36.8%	19	33	+ 73.7%
Merrimack Year-To-Date	77	109	+ 41.6%	\$215,000	\$235,000	+ 9.3%	\$16.1	\$25.7	+ 59.6%	41	27	- 34.1%	99	111	+ 12.1%

April 2020 Source: https://www.nhar.org/assets/docs/NHAR_MMI_2020-04.pdf - Preliminary April 2020 values as of May 5, 2020.

April 2021 Source: https://www.nhar.org/assets/docs/NHAR_MMI_2021-04.pdf - Preliminary April 2021 values as of May 5, 2021.

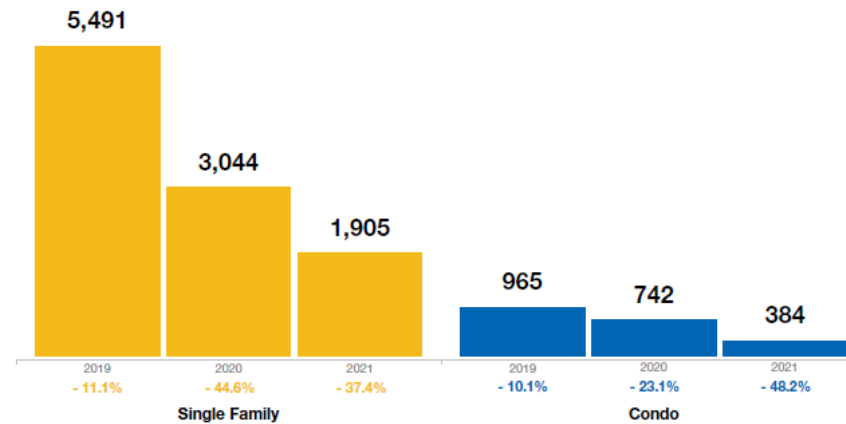
Available Inventory

NH Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

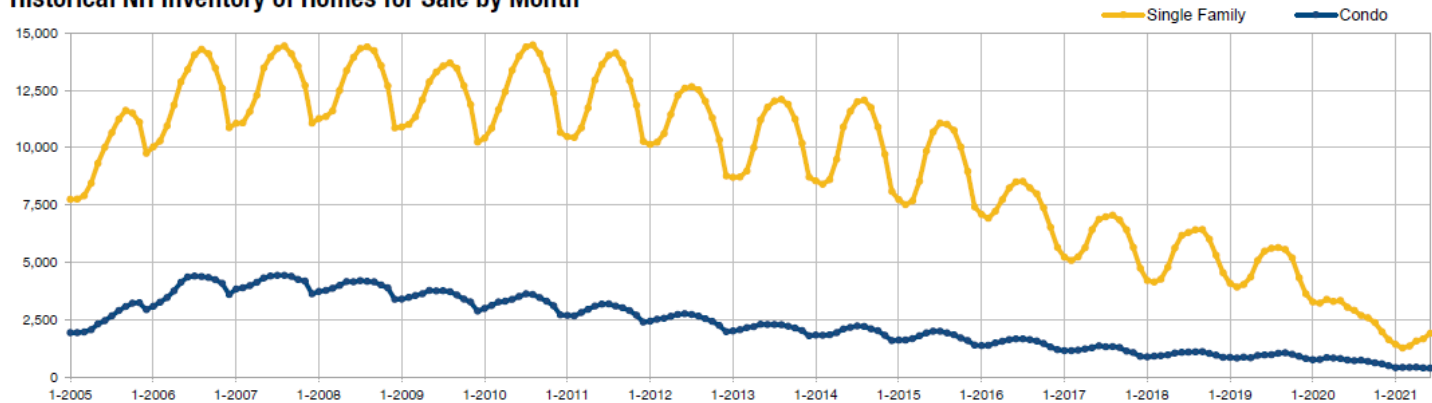


June



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2020	2,907	-48.2%	711	-27.1%
Aug-2020	2,685	-52.5%	732	-28.8%
Sep-2020	2,576	-53.7%	682	-35.3%
Oct-2020	2,370	-54.4%	612	-38.6%
Nov-2020	1,971	-54.5%	578	-35.6%
Dec-2020	1,630	-55.0%	492	-38.7%
Jan-2021	1,418	-56.7%	406	-46.3%
Feb-2021	1,268	-60.6%	414	-45.5%
Mar-2021	1,351	-60.1%	418	-50.5%
Apr-2021	1,569	-52.3%	423	-48.7%
May-2021	1,663	-50.1%	391	-51.5%
Jun-2021	1,905	-37.4%	384	-48.2%
12-Month Avg	1,943	-52.9%	520	-40.5%

Historical NH Inventory of Homes for Sale by Month



Current as of July 6, 2021. All data from New Hampshire REALTORS®, Inc. and Northern New England Real Estate Network. Report © 2021 ShowingTime. | 11

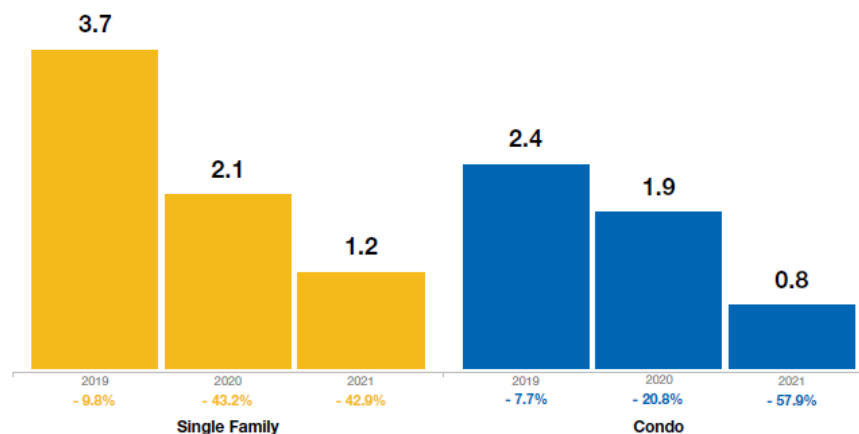
Supply of Inventory

NH Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



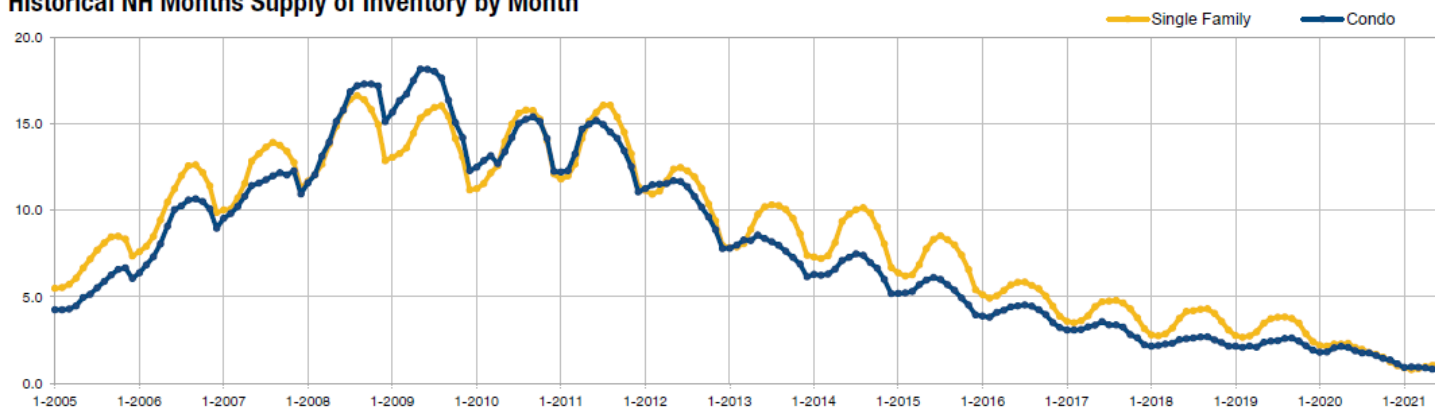
June



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2020	2.0	-47.4%	1.8	-28.0%
Aug-2020	1.8	-52.6%	1.8	-30.8%
Sep-2020	1.7	-54.1%	1.6	-38.5%
Oct-2020	1.5	-57.1%	1.4	-41.7%
Nov-2020	1.2	-58.6%	1.3	-40.9%
Dec-2020	1.0	-58.3%	1.1	-42.1%
Jan-2021	0.9	-59.1%	0.9	-50.0%
Feb-2021	0.8	-61.9%	0.9	-50.0%
Mar-2021	0.8	-65.2%	0.9	-55.0%
Apr-2021	1.0	-56.5%	0.9	-57.1%
May-2021	1.0	-56.5%	0.8	-61.9%
Jun-2021	1.2	-42.9%	0.8	-57.9%
12-Month Avg*	1.2	-55.5%	1.2	-44.8%

* Months Supply for all properties from July 2020 through June 2021. This is not the average of the individual figures above.

Historical NH Months Supply of Inventory by Month



Current as of July 6, 2021. All data from New Hampshire REALTORS®, Inc. and Northern New England Real Estate Network. Report © 2021 ShowingTime. | 9

Mortgage Interest Rates

Current mortgage rates have also gone down from April 2019 which also impacts the current Real Estate Market

April 2019

	Rate	Points	Change
MBA			
30 Yr. Fixed	4.42%	0.44	-0.17%
15 Yr. Fixed	3.83%	0.43	-0.16%
30 Yr. Jumbo	4.29%	0.25	-0.11%
30 Yr. FHA	4.44%	0.52	-0.15%
5/1 ARM	3.84%	0.28	-0.14%
Freddie Mac			
30 Yr. Fixed	4.16%	0.50	-0.11%
15 Yr. Fixed	3.62%	0.47	-0.10%
5/1 Yr. ARM	3.78%	0.37	-0.05%

June 2021

	Rate	Points	Change
MBA			
30 Yr. Fixed	3.16%	0.39	0.00%
15 Yr. Fixed	2.54%	0.32	0.01%
30 Yr. Jumbo	3.26%	0.39	-0.04%
30 Yr. FHA	3.16%	0.33	0.03%
5/1 ARM	2.69%	0.29	0.01%
Freddie Mac			
30 Yr. Fixed	2.98%	0.68	0.02%
15 Yr. Fixed	2.27%	0.63	-0.01%
5/1 Yr. ARM	2.56%	0.25	-0.06%

Average 30 Year Fixed Mortgage Rates

Mortgage News Daily, MBA, and Freddie Mac

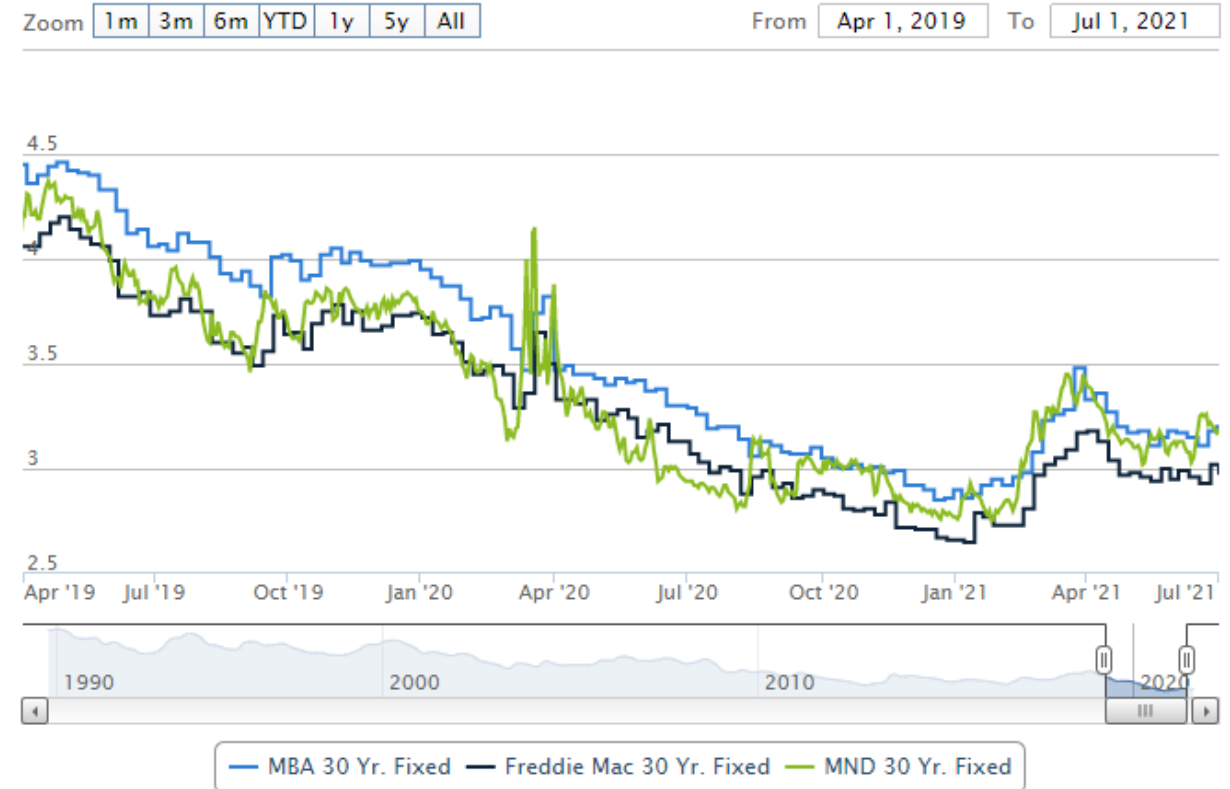


CHART TIPS:

Tooltip Text: Mouse over any series or point.

Zoom: Click and drag area to zoom.

Add / Remove Series: Click series name in the legend.

SOURCE:

Mortgage News Daily
Mortgage Bankers Association
Freddie Mac

Source: <http://www.mortgagenewsdaily.com/data/30-year-mortgage-rates.aspx>



How should properties be appraised?

Per RSA 75:1, The Selectmen shall appraise all taxable property at its market value with a few statutory exceptions.

As the market changes, the City of Concord updates its property assessments based on the market values as of April 1st of the tax year.

(For more information on Assessments, please see the [Assessing Presentation](#) from 2019 by the Director of Real Estate Assessments.)



What Does This Mean in Concord?

Concord reviews properties that were sold over the past 18 months in order to analyze and determine assessments for all properties in the city as of April 1st. The review includes deed research, MLS and other online listing service documents, property record card information, and/or conversations with property owners, real estate agents/brokers, and property visits.

Between April 2019 and September 2021, there have been multiple residential properties that were bought and then re-sold during this time frame with little or no changes to the property between the sales.

Some examples of these resales are shown in this presentation.

64 Elm Street



Photo from MLS

Sale Date: **02/20/2020**
Sale Price: **\$214,000**
2020 Assessment: **\$223,200**

2020 Assessment to Sale Ratio: 104.3%

50.9%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **04/15/2021**
Sale Price: **\$323,000 ***
2020 Assessment: **\$223,200**
New 2021 Assessment: **\$248,800**

2020 Assessment to Sale Ratio: 69.1%
2021 Assessment to Sale Ratio: 77.0%

*Fence and Shed added to property

84 Penacook Street, Concord



Photo from MLS

47.1%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **07/29/2019**
Sale Price: **\$204,000**
2020 Assessment: **\$224,100**

2020 Assessment to Sale Ratio: 109.9%

Sale Date: **09/01/2021**
Sale Price: **\$300,000**
2020 Assessment: **\$224,100**
New 2021 Assessment: **\$273,000**

2020 Assessment to Sale Ratio: 74.7%
2021 Assessment to Sale Ratio: 91.0%

40 Auburn Street



Photo from MLS

Sale Date: **06/14/2019**
Sale Price: **\$488,000**
2020 Assessment: **\$470,600**

2020 Assessment to Sale Ratio: 96.4%

27.1%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **09/08/2021**
Sale Price: **\$620,000 ***
2020 Assessment: **\$470,600**
New 2021 Assessment: **\$534,500**

2020 Assessment to Sale Ratio: 75.9%
2021 Assessment to Sale Ratio: 86.2%

*Relocated laundry to second floor and added a walk-in closet in master bedroom

8 Brookwood Drive



Photo from MLS

Sale Date: **02/27/2020**
Sale Price: **\$280,000**
2020 Assessment: **\$291,200**

2020 Assessment to Sale Ratio: 104%

30.4%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **04/30/2021**
Sale Price: **\$365,000 ***
2020 Assessment: **\$291,200**
New 2021 Assessment: **\$352,100**

2020 Assessment to Sale Ratio: 79.8%
2021 Assessment to Sale Ratio: 96.5%

*Added front shutters and replaced carpet with hardwood in two bedrooms.

69 Manor Road



Photo from MLS

Sale Date: **11/15/2019**
Sale Price: **\$239,500**
2020 Assessment: **\$240,500**

2020 Assessment to Sale Ratio: 100.4%

14.8%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **05/14/2021**
Sale Price: **\$275,000 ***
2020 Assessment: **\$240,500**
New 2021 Assessment: **\$265,500**

2020 Assessment to Sale Ratio: 87.5%
2021 Assessment to Sale Ratio: 96.6%

*Fence added to front

10 Dominique Dr



Photo from MLS

Sale Date: **08/01/2019**
Sale Price: **\$306,000**
2020 Assessment: **\$315,500**

2020 Assessment to Sale Ratio: 103.1%

9.5%
Sale Price
Increase
2019 - 2020



Photo from MLS

Sale Date: **08/21/2020**
Sale Price: **\$335,000 ***
2020 Assessment: **\$315,500**
New 2021 Assessment: **\$363,500**

2020 Assessment to Sale Ratio: 94.2%
2021 Assessment to Sale Ratio: 108.5%

* Added leaf guard gutters

1 Deer Track Lane



Photo from MLS

6.7%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **10/26/2020**
Sale Price: **\$600,000**
2020 Assessment: **\$612,000**

2020 Assessment to Sale Ratio: 102%

Sale Date: **08/27/2021**
Sale Price: **\$640,000***
2020 Assessment: **\$612,000**
New 2021 Assessment: **\$656,300**

2020 Assessment to Sale Ratio: 95.6%
2021 Assessment to Sale Ratio: 102.6%

*New hot water heater and some interior paint.

8 Amy Way



Photo from MLS

Sale Date: **06/17/2019**
Sale Price: **\$294,000**
2020 Assessment: **\$340,000**

2020 Assessment to Sale Ratio: 115.7%

12.2%
Sale Price
Increase
2019 - 2020



Photo from MLS

Sale Date: **09/25/2020**
Sale Price: **\$330,000**
2020 Assessment: **\$340,000**
New 2021 Assessment: **\$368,600**

2020 Assessment to Sale Ratio: 103.0%
2021 Assessment to Sale Ratio: 111.7%

62 Hoit Road



Photo from MLS

Sale Date: **04/06/2020**
Sale Price: **\$450,000**
2020 Assessment: **\$437,400**

2020 Assessment to Sale Ratio: 97.2%

16.7%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **08/02/2021**
Sale Price: **\$525,000 ***
2020 Assessment: **\$437,400**
New 2021 Assessment: **\$466,100**

2020 Assessment to Sale Ratio: 83.3%
2021 Assessment to Sale Ratio: 88.8%

*Fence added to property

2 Fairview Drive



Photo from MLS

Sale Date: **08/28/2020**
Sale Price: **\$600,000**
2020 Assessment: **\$549,800**

2020 Assessment to Sale Ratio: 91.6%

6.7%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **04/26/2021**
Sale Price: **\$640,000**
2020 Assessment: **\$549,800**
New 2021 Assessment: **\$602,700**

2020 Assessment to Sale Ratio: 85.9%
2021 Assessment to Sale Ratio: 94.2%

21 Fox Run



Photo from MLS

15.4%
Sale Price
Increase
2019 - 2021

Sale Date: **09/12/2019**
Sale Price: **\$390,000**
2020 Assessment: **\$347,800**

2020 Assessment to Sale Ratio: 89.2%



Photo from MLS

Sale Date: **09/08/2021**
Sale Price: **\$450,000 ***
2020 Assessment: **\$347,800**
New 2021 Assessment: **\$400,400**

2020 Assessment to Sale Ratio: 77.3%
2021 Assessment to Sale Ratio: 89.0%

*Canopy & Chicken Coop added to property

36 Franklin Street

Two-Family Home



Photo from MLS

Sale Date: **04/19/2019**
Sale Price: **\$278,000**
2020 Assessment: **\$308,000**

2020 Assessment to Sale Ratio: 110.8%

40.3%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **06/14/2021**
Sale Price: **\$390,000**
2020 Assessment: **\$308,000**
New 2021 Assessment: **\$347,600**

2020 Assessment to Sale Ratio: 79.0%
2021 Assessment to Sale Ratio: 89.1%

16 Badger Street

Two-Family Home



Photo from MLS

Sale Date: **03/27/2020**
Sale Price: **\$318,000**
2020 Assessment: **\$289,400**

2020 Assessment to Sale Ratio: 91%

33.7%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **03/12/2021**
Sale Price: **\$425,000**
2020 Assessment: **\$289,400**
New 2021 Assessment: **\$322,800**

2020 Assessment to Sale Ratio: 68.1%
2021 Assessment to Sale Ratio: 76.0%

33 Richmond Drive

Detached Condo



Photo from MLS

10.4%
Sale Price Increase
2019-2021

Sale Date: **09/09/2019**
Sale Price: **\$307,600**
2020 Assessment: **\$311,100**

2020 Assessment to Sale Ratio: 101.1%

Sale Date: **01/04/2021**
Sale Price: **\$339,500**
2020 Assessment: **\$311,100**
New 2021 Assessment: **\$339,900**

2020 Assessment to Sale Ratio: 91.6%
2021 Assessment to Sale Ratio: 100%

57 Plymouth Drive

Detached Condo



Photo from MLS

Sale Date: **06/11/2019**
Sale Price: **\$289,000**
2020 Assessment: **\$286,600**

2020 Assessment to Sale Ratio: 99.2%

38.4%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **08/19/2021**
Sale Price: **\$400,000 ***
2020 Assessment: **\$286,600**
New 2021 Assessment: **\$367,300**

2020 Assessment to Sale Ratio: 71.7%
2021 Assessment to Sale Ratio: 91.8%

*Painted front door + added deck.

14 Knight Street Unit-3

Condo Conversion



Photo from MLS

48.8%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **07/15/2019**
Sale Price: **\$200,900**
2020 Assessment: **\$202,300**

2020 Assessment to Sale Ratio: 100.7%

Sale Date: **07/23/2021**
Sale Price: **\$299,000**
2020 Assessment: **\$202,300**
New 2021 Assessment: **\$296,000**

2020 Assessment to Sale Ratio: 67.7%
2021 Assessment to Sale Ratio: 99.0%

45 Bluffs Drive

Condo Townhouse



Photo from MLS

24.2%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **08/26/2019**
Sale Price: **\$151,000**
2020 Assessment: **\$151,600**

2020 Assessment to Sale Ratio: 100.4%

Sale Date: **08/05/2021**
Sale Price: **\$187,500**
2020 Assessment: **\$151,600**
New 2021 Assessment: **\$169,400**

2020 Assessment to Sale Ratio: 80.9%
2021 Assessment to Sale Ratio: 90.4%

36 Whitewater Drive

Condo Townhouse



Photo from MLS

Sale Date: **06/01/2020**
Sale Price: **\$167,000**
2020 Assessment: **\$165,600**

2020 Assessment to Sale Ratio: 99.2%

25.8%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **06/21/2021**
Sale Price: **\$210,000**
2020 Assessment: **\$165,600**
New 2021 Assessment: **\$174,000**

2020 Assessment to Sale Ratio: 78.9%
2021 Assessment to Sale Ratio: 82.9%

60 Modena Drive

Condo Townhouse



Photo from MLS

17.7%
Sale Price
Increase
2020 - 2021



Photo from MLS

Sale Date: **01/31/2020**
Sale Price: **\$170,000**
2020 Assessment: **\$166,800**

2020 Assessment to Sale Ratio: 98.1%

Sale Date: **02/22/2021**
Sale Price: **\$200,000**
2020 Assessment: **\$166,800**
New 2021 Assessment: **\$184,400**

2020 Assessment to Sale Ratio: 83.4%
2021 Assessment to Sale Ratio: 92.2%

56 Mulberry Street Unit-3

Condo Townhouse



16.2%
Sale Price
Increase
2019 - 2020



Photo from MLS

Sale Date: **10/18/2019**
Sale Price: **\$197,900**
2020 Assessment: **\$200,700**

2020 Assessment to Sale Ratio: 101.4%

Sale Date: **10/14/2020**
Sale Price: **\$230,000**
2020 Assessment: **\$200,700**
New 2021 Assessment: **\$224,700**

2020 Assessment to Sale Ratio: 87.3%
2021 Assessment to Sale Ratio: 97.7%

45 Millstream Lane

Condo Townhouse



Photo from MLS

Sale Date: **05/16/2019**
Sale Price: **\$131,000**
2020 Assessment: **\$133,400**

2020 Assessment to Sale Ratio: 101.8%

30.7%
Sale Price
Increase
2019 - 2021



Photo from MLS

Sale Date: **03/04/2021**
Sale Price: **\$171,200**
2020 Assessment: **\$133,400**
New 2021 Assessment: **\$171,500**

2020 Assessment to Sale Ratio: 77.9%
2021 Assessment to Sale Ratio: 100.2%

120 Fisherville Road, Unit 163

Garden Condos



Photo from MLS

18.9%
Sale Price Increase
2019-2021

Sale Date: **08/29/2019**
Sale Price: **\$122,000**
2020 Assessment: **\$104,500**

2020 Assessment to Sale Ratio: 85.7%

Sale Date: **05/06/2021**
Sale Price: **\$145,000**
2020 Assessment: **\$104,500**
New 2021 Assessment: **\$119,300**

2020 Assessment to Sale Ratio: 72.1%
2021 Assessment to Sale Ratio: 82.3%

120 Fisherville Road, Unit 28

Garden Condo



Photo from MLS

18.7%
Sale Price Increase
2019-2020

Sale Date: **08/14/2019**
Sale Price: **\$117,900**
2020 Assessment: **\$106,100**

2020 Assessment to Sale Ratio: 90%

Sale Date: **11/06/2020**
Sale Price: **\$139,900**
2020 Assessment: **\$106,100**
New 2021 Assessment: **\$121,100**

2020 Assessment to Sale Ratio: 75.8%
2021 Assessment to Sale Ratio: 86.6%

120 Fisherville Road, Unit 143

Garden Condo



Photo from MLS

37.1%
Sale Price Increase
2019-2021

Sale Date: **08/26/2019**
Sale Price: **\$129,100**
2020 Assessment: **\$151,100**

2020 Assessment to Sale Ratio: 117%

Sale Date: **09/08/2021**
Sale Price: **\$177,000**
2020 Assessment: **\$151,100**
New 2021 Assessment: **\$168,900**

2020 Assessment to Sale Ratio: 85.4%
2021 Assessment to Sale Ratio: 95.4%

120 Fisherville Road, Unit 41

Garden Condo



Photo from MLS

23.8%
Sale Price Increase
2020-2021

Sale Date: **05/19/2020**
Sale Price: \$101,000
2020 Assessment: \$103,500

2020 Assessment to Sale Ratio: 102.5%

Sale Date: **07/27/2021**
Sale Price: \$125,000
2020 Assessment: \$103,500
New 2021 Assessment: \$115,800

2020 Assessment to Sale Ratio: 82.8%
2021 Assessment to Sale Ratio: 92.6%

37 Alice Drive, Apt 82

Garden Condo



Photo from MLS

10.6%
Sale Price Increase
2019-2021

Sale Date: **06/05/2019**
Sale Price: **\$117,500**
2020 Assessment: **\$108,700**

2020 Assessment to Sale Ratio: 92.5%

Sale Date: **01/05/2021**
Sale Price: **\$130,000**
2020 Assessment: **\$108,700**
New 2021 Assessment: **\$129,300**

2020 Assessment to Sale Ratio: 83.6%
2021 Assessment to Sale Ratio: 99.6%

37 Alice Drive, Apt 140

Garden Condo



Photo from MLS

28.5%
Sale Price Increase

Sale Date: **08/29/2019**
Sale Price: **\$100,000**
2020 Assessment: **\$ 96,500**

2020 Assessment to Sale Ratio: 96.5%

Sale Date: **11/24/2020**
Sale Price: **\$128,500**
2020 Assessment: **\$ 96,500**
New 2021 Assessment: **\$ 127,800**

2020 Assessment to Sale Ratio: 75.1%
2021 Assessment to Sale Ratio: 99.5%

7 Juniper Lane



16 %
Sale Price Increase
2020 - 2021

Sale Date: **12/04/2020**
Sale Price: **\$81,500**
2020 Assessment: **\$51,000**

2020 Assessment to Sale Ratio: 62.6%

Sale Date: **03/18/2021**
Sale Price: **\$94,500**
2020 Assessment: **\$51,000**
New 2021 Assessment: **\$79,200**

2020 Assessment to Sale Ratio: 54.0%
2021 Assessment to Sale Ratio: 83.8%

24 Highridge Trail



5.9 %
Sale Price
Increase
2019 - 2020



Sale Date: **10/29/2019**
Sale Price: **\$169,900**
2020 Assessment: **\$175,500**

2020 Assessment to Sale Ratio: 103.3%

Sale Date: **06/29/2020**
Sale Price: **\$180,000**
2020 Assessment: **\$175,500**
New 2021 Assessment: **\$182,800**

2020 Assessment to Sale Ratio: 97.5%
2021 Assessment to Sale Ratio: 101.6%

50 Boanza Drive



Photo from MLS

Sale Date: **11/14/2019**
Sale Price: **\$45,000**
2020 Assessment: **\$52,300**

2020 Assessment to Sale Ratio: 116.2%

10 %
Sale Price
Increase
2019 - 2020



Photo from MLS

Sale Date: **07/01/2020**
Sale Price: **\$49,500**
2020 Assessment: **\$52,300**
New 2021 Assessment: **\$55,500**

2020 Assessment to Sale Ratio: 105.7%
2021 Assessment to Sale Ratio: 112.1%

How will this new assessment affect my property taxes?

The final assessments and tax rates for Tax Year 2021 were set in November. The state used the total amount needed to be raised for the city, county, state, and schools taxes divided by the total taxable value within the city to determine the 2021 tax rates.

It's important *not to use the 2020 tax rate* to estimate your January 2, 2022 and March 31, 2022 payments.

You may use the [tax calculator](#) to get an estimate of your total property tax for the 2021 tax year. The January 2, 2022 and March 31, 2022 payments can be estimated by taking the estimated taxes and subtracting the July 1 and October 1, 2021 taxes. Divide the remaining amount by 2 for the estimated January 2, and March 31, 2022 payments.

For example: Tax Calculator Estimate= \$9,380.00

Subtract July 1 and October 1 payments of \$2,140.00 each

$\$9,380.00 \text{ subtract } \$4,280.00 = \$5,100 \text{ divided by } 2 = \$2,250.00 \text{ due January 2 and March 31.}$

For more information on understanding your tax bill.
Please see "[Explanation of Property Tax Bill](#)" on the City of Concord's Assessing page.